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The *Employer Advisor* is a quarterly publication provided by the Utah Department of Workforce Services

Utah Procurement Symposium First of its Kind in Utah

Learn to sell to the government and the military! Don't miss nationally recognized speakers, training sessions and exhibits at the first Utah Procurement Symposium.

**Thursday, October 19
7:45 am - 4:00 pm
SouthTowne Expo Center
9575 S. State St. • Sandy**

As a businessperson, would you like to sell to a customer whose checks are always good? Of course, who wouldn't! The government and military are ideal customers for Utah companies.

Although selling to federal, state and local governments or the military can be complicated, it can also be an avenue of growth for nearly any Utah business. Utah companies are currently selling \$1.9 billion per year in goods and services to the military and government entities. The potential to add in excess of three billion dollars per year more in sales may be open to qualifying Utah companies.

If your company sells a product or service to the general population, it is very likely that the same product or service can be sold to the government or military. From lawn maintenance, catering and asphalt services to paper products, aircraft engine parts and high technology support, becoming an approved supplier is easier than you think.

Even businesses that believe they are "too small" can become sub-contractors to larger prime contractors. For example, prime contractors in Utah are currently looking for sub-contracting companies in electro-mechanical assembly, custom molded rubber products and sheet metal fabrication shops. Billions of dollars in contracts are issued yearly for which local businesses can compete. The catering for the last air show at Hill Air Force Base was given to

an out-of-state vendor. Utah economic development officials want large and small-scale businesses to have the opportunity to bid on government contracts.

The Governor's Office of Economic Development, Procurement Technical Assistance Center, assists Utah businesses through the procurement or purchase process and will host the symposium. Businesses, large or small, can meet senior officials from Air Force and Army purchasing, Veterans Affairs, and state and local government purchasing offices. Breakout sessions will teach the processes, pitfalls and possible successes that can help you expand your business base. Sponsor exhibits and assistance will be available from the financial community, interested businesses, small business associations, economic development offices, chambers of commerce, military contractors and government offices.

If you want your company to grow in this market you need to register now!

Cost is \$50 per person and only \$35 for each additional person from the same company. Fee includes a continental breakfast, lunch, and all training sessions, exhibits and materials. Registration is available online at www.goed.utah.gov/PTAC or contact Myrna Hill at 538-8775 (email myrnahill@utah.gov).



IRS Filing Requirement Changes

“The IRS has released temporary and proposed regulations which reduce the filing burden on certain small businesses with respect to employment taxes. Eligible employers will be able to file new Form 944 once a year, rather than filing quarterly reports on Form 941.”¹

Some confusion has occurred as a result of the above noted changes in IRS filing requirements. Sometimes, employers, who qualify to file with the IRS on an annual rather than a quarterly basis, incorrectly assume that they may do the same with the Department of Workforce

Services. The Department lacks statutory or administrative authority to waive the quarterly filing requirements for these employers. In most cases, these employers must file Utah Employer's Contribution Reports each calendar quarter that they are due. Failure to do so could result in penalty assessments for failing to file the report and interest assessments for late payment of Unemployment Insurance Contribution.

¹ “Essentials” Tax Weekly, CCH, January 16, 2006.

Hire Vets *First*

Hiring Veterans makes sense any time of year. Veterans have the training, work ethic and proven skills that will immediately add value to your business. If you are looking to hire, take the step today that will pay dividends tomorrow. Meet your employment needs and enhance your business while showing your support for those men and women who have served all of us.

For help in finding qualified Veterans, contact a Department of Workforce Services (DWS) Veterans Representative. To find a Veterans Representative in your area logon to <http://jobs.utah.gov/jobseeker/veterans/vetreps.asp> or contact any DWS office.

After Hiring...

Numerous resources are available to aid and support veterans as well as those who support the veteran—including employers.

In addition to information available from the Department of Workforce Services and our web page at <http://jobs.utah.gov/jobseeker/veterans/dwsdefault.asp>, another excellent resource for Utah specific as well as national information and services available to veterans is the Utah

Division of Veterans Affairs web page at <http://www.ut.ngb.army.mil/veterans/>

Two Utah ‘Vet Centers’ offer specialized Readjustment Counseling Services (RCS) for veterans, free of charge. The centers are located in Salt Lake City and Provo at the following addresses:

- Salt Lake City - 1354 East 3300 South (801) 584-1294
- Provo - 750 North 200 West, Suite 105 (801) 377-1117

Hiring a veteran is a good business decision. As Governor Huntsman proclaimed:
“Our Veterans embody the best of Utah and the best of America...”